

State: Arkansas **Filing Company:** John Hancock Life Insurance Company (U.S.A.)
TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.002 Joint (Last Survivor)
Product Name: Spec Pages for 10PROSULG - Reprice (01/2013)
Project Name/Number: Spec Pages for 10PROSULG - Reprice (01/2013)/Spec Pages for 10PROSULG - Reprice (01/2013)

Filing at a Glance

Company: John Hancock Life Insurance Company (U.S.A.)
Product Name: Spec Pages for 10PROSULG - Reprice (01/2013)
State: Arkansas
TOI: L09I Individual Life - Flexible Premium Adjustable Life
Sub-TOI: L09I.002 Joint (Last Survivor)
Filing Type: Form
Date Submitted: 11/23/2012
SERFF Tr Num: MANU-128777419
SERFF Status: Closed-Approved-Closed
State Tr Num:
State Status: Approved-Closed
Co Tr Num: SPEC PAGES FOR 10PROSULG - REPRICE (01/2013)

Implementation
Date Requested:
Author(s): Helene Landow, Karren Phair, Debbie Tom, Jacqueline Lau, Joel Meggs, Kelly Picard
Reviewer(s): Linda Bird (primary)
Disposition Date: 11/30/2012
Disposition Status: Approved-Closed
Implementation Date:

State Filing Description:

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General Information

Project Name: Spec Pages for 10PROSULG - Reprice
(01/2013)

Status of Filing in Domicile:

Project Number: Spec Pages for 10PROSULG - Reprice
(01/2013)

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Individual Market Type:

Overall Rate Impact:

Filing Status Changed: 11/30/2012

State Status Changed: 11/30/2012

Deemer Date:

Created By: Kelly Picard

Submitted By: Kelly Picard

Corresponding Filing Tracking Number:

Filing Description:

INDIVIDUAL UNIVERSAL LIFE

Policy:

Specification Page 3 (01/2013)

Specification Page 3A (01/2013)

Specification Page 3B (01/2013)

Specification Page 4 (01/2013)

We are submitting to your office notification of rate changes to Policy Form, 10PROSULG. These rate changes will apply to all new policies being issued and do not affect any in-force policies. These increases are due to changes in market conditions.

Please note that the below forms were the subject of an earlier reprice; that submission was filed under SERFF Tracking Number MANU-127851033 and was approved on December 7, 2011.

Form 10PROSULG, Flexible Premium Survivorship Universal Life Insurance Policy, was approved by your office January 8, 2010, under SERFF Tracking # MANU-126417376. These changes relate to increases in the Planned and Minimum Initial Premiums on Page 3, the Premium Charge percentages on Page 3A, the Surrender Charge calculation and grading percentages on Page 3A, the Guaranteed Interest Account Annual Rate, the Death Benefit Discount Factor and the Premium Charge Limit on Page 3B, and the Maximum Monthly Rates per \$1,000 of Net Amount at Risk on Page 4. Please find enclosed revised Policy Specification pages, bearing a revision date (01/2013), wherein these changes are reflected. These revised Specification Pages are meant to replace the corresponding pages that were filed and approved in the earlier submission.

We enclose for your review and approval an updated Actuarial Memorandum reflecting these changes and demonstrating our continued compliance with your jurisdiction's statutes and regulations. With the exception of the above-noted changes, no revisions have been made to these forms or to the supporting documentation from the previous submissions. Please note that a similar submission is being filed contemporaneously for the Single Life version of this product. That submission bears SERFF Tracking # MANU-128777424.

We trust you will find the foregoing acceptable, and look forward to your state's approval in the usual manner. Should you have any questions or concerns, please feel free to contact me at (416) 852-5431 or via e-mail at kelly_picard@jhancock.com.

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Sincerely,

Kelly Picard
Compliance Consultant

P.S. At present, there is no advertising or sales material available for this product.

Enclosures: Updated Actuarial Memorandum and Reserve Statement
Filing Fee (EFT)

Company and Contact

Filing Contact Information

Kelly Picard, Compliance Consultant Kelly_Picard@jhancock.com
200 Bloor St E 416-852-5431 [Phone]
Toronto, ON M4w 1E5

Filing Company Information

John Hancock Life Insurance Company (U.S.A.)	CoCode: 65838	State of Domicile: Michigan
P. O. Box 600	Group Code: 904	Company Type:
Contracts and Compliance	Group Name:	insurance/financial
Buffalo, NY 14201-0600	FEIN Number: 01-0233346	State ID Number:
(416) 926-3000 ext. [Phone]		

Filing Fees

Fee Required?	Yes
Fee Amount:	\$200.00
Retaliatory?	No
Fee Explanation:	\$50 per form x 4 forms
Per Company:	No

Company	Amount	Date Processed	Transaction #
John Hancock Life Insurance Company (U.S.A.)	\$200.00	11/23/2012	65150904

SERFF Tracking #:	MANU-128777419	State Tracking #:		Company Tracking #:	SPEC PAGES FOR 10PROSULG - REPRICE (01/2...
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State: Arkansas
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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	11/30/2012	11/30/2012

State:	Arkansas	Filing Company:	John Hancock Life Insurance Company (U.S.A.)
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Disposition

Disposition Date: 11/30/2012

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		No
Supporting Document	Application		No
Supporting Document	Health - Actuarial Justification		No
Supporting Document	Outline of Coverage		No
Supporting Document	Actuarial Description (includes Basis of Reserves)		No
Form	Policy Specification		Yes
Form	Policy Specification		Yes
Form	Policy Specification		Yes
Form	Policy Specification		Yes

SERFF Tracking #:

MANU-128777419

State Tracking #:

Company Tracking #:

SPEC PAGES FOR 10PROSULG -
REPRICE (01/2...

State: Arkansas

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Form Schedule

Lead Form Number:

Item No.	Schedule Item Status	Form Name	Form Number	Form Type	Form Action	Action Specific Data	Readability Score	Attachments
1		Policy Specification	3 (01/2013)	SCH	Initial		0.000	10PROSULG 3(01-2013) AR.pdf
2		Policy Specification	3A (01/2013)	SCH	Initial		0.000	10PROSULG 3A(01-2013).pdf
3		Policy Specification	3B (01/2013)	SCH	Initial		0.000	10PROSULG 3B(01-2013).pdf
4		Policy Specification	4 (01/2013)	SCH	Initial		0.000	10PROSULG 4(01-2013).pdf

Form Type Legend:

ADV	Advertising	AEF	Application/Enrollment Form
CER	Certificate	CERA	Certificate Amendment, Insert Page, Endorsement or Rider
DDP	Data/Declaration Pages	FND	Funding Agreement (Annuity, Individual and Group)
MTX	Matrix	NOC	Notice of Coverage
OTH	Other	OUT	Outline of Coverage
PJK	Policy Jacket	POL	Policy/Contract/Fraternal Certificate
POLA	Policy/Contract/Fraternal Certificate: Amendment, Insert Page, Endorsement or Rider	SCH	Schedule Pages

1. POLICY SPECIFICATIONS

Lives Insured	No. 1 - [John Doe] No. 2 - [Jane Doe]	Plan Name	[SUL-G]
Age at Policy Date	No. 1 - [35] No. 2 - [32]	Policy Number	[12 345 678]
[Sex]	No. 1 - [Male] No. 2 - [Female]	Issue Date	[March 1, 2013]
Risk Classification	No. 1 - [Standard] [Non Smoker] No. 2 - [Standard] [Non Smoker]	Policy Date	[March 1, 2013]
Additional Ratings	No. 1 - [not applicable] No. 2 - [not applicable]		
Owner, Beneficiary	As designated in the application unless subsequently changed		
Death Benefit Option at Issue	[Option 1]		
Life Insurance Qualification Test Elected	[Guideline Premium Test]		
		Face Amount at Issue	\$(250,000]
Governing Law	[Arkansas]		

PREMIUMS AT ISSUE

Premium Mode	[Annual]
Planned Premium	\$ [1,442.55 per Policy Year]
Minimum Initial Premium	\$ [43.03]

Notice: This policy provides life insurance coverage for the lifetime of the Lives Insured if sufficient premiums are paid.

Keeping the policy and coverage in force will be affected by factors such as: changes in the current Cost of Insurance rates, the amount, timing and frequency of premium payments; the interest rate being credited to the Guaranteed Interest Account; changes to the Death Benefit Option; changes in the Face Amount; loan activity; withdrawals; and deductions for any applicable Supplementary Benefit riders that are attached to, and made a part of, this policy. Also refer to the Grace Period and Policy Termination provisions in Sections 9 and 10.

This policy will not go into default if all Planned Premiums shown above are paid when they are due, and you do not take any policy loans or withdrawals and there are no other policy changes. For purposes of the preceding statement we have assumed maximum mortality, maximum expenses, minimum interest and that you do not terminate any Supplementary Benefit riders that are attached to, and made a part of, this policy.

(SAMPLE FOR LAPSE PROTECTION INFORMATION WHEN THE PLANNED PREMIUM DOES NOT PROJECT A LAPSE)

1. POLICY SPECIFICATIONS

Lives Insured	No. 1- [John Doe] No. 2- [Jane Doe]	Plan Name	[SUL-G]
Age at Policy Date	No. 1 - [35] No. 2 - [32]	Policy Number	[12 345 678]
[Sex]	No. 1 - [Male] No. 2 - [Female]	Issue Date	[March 1, 2013]
Risk Classification	No. 1 - [Standard] [Non Smoker] No. 2 - [Standard [Non Smoker]	Policy Date	[March 1, 2013]
Additional Ratings	No. 1 - [not applicable] No. 2 - [not applicable]		
Owner, Beneficiary	As designated in the application unless subsequently changed		
Death Benefit Option at Issue	[Option 1]		
Life Insurance Qualification Test Elected	[Guideline Premium Test]		
		Face Amount at Issue	[\$[250,000]
Governing Law	[Arkansas]		

PREMIUMS AT ISSUE

Premium Mode	[Annual]
Planned Premium	\$ [1,339.21 per Policy Year]
Minimum Initial Premium	\$ [43.03]

Notice: This policy provides life insurance coverage for the lifetime of the Lives Insured if sufficient premiums are paid.

Keeping the policy and coverage in force will be affected by factors such as: changes in the current Cost of Insurance rates, the amount, timing and frequency of premium payments; the interest rate being credited to the Guaranteed Interest Account; changes to the Death Benefit Option; changes in the Face Amount; loan activity; withdrawals; and deductions for any applicable Supplementary Benefit riders that are attached to, and made a part of, this policy. Also refer to the Grace Period and Policy Termination provisions in Sections 9 and 10.

This policy will provide coverage until Policy Month [7], Policy Year [68] if all Planned Premiums shown above are paid when they are due, and you do not take any policy loans or withdrawals and there are no other policy changes. For purposes of the preceding statement we have assumed maximum mortality, maximum expenses, minimum interest and that you do not terminate any Supplementary Benefit riders that are attached to, and made a part of, this policy.

(ALTERNATE SAMPLE PAGE FOR LAPSE PROTECTION INFORMATION WHEN THE PLANNED PREMIUM PROJECTS A LAPSE)

1. POLICY SPECIFICATIONS (continued) – Policy [12 345 678]

MAXIMUM EXPENSE CHARGES**Deductions from Premium Payments**

Premium Charge	A percentage of each premium payment, the percentages as shown below:		
	<u>Policy Years</u>	<u>Up to Premium Charge Limit *</u>	<u>Excess of Premium Charge Limit</u>
	1	39%	30%
	2+	30%	30%

*Premium Charge Limit is shown in the Table of Values in this Section 1.

Monthly Deductions: The following charges are deducted monthly from the Policy Value:

Administrative Charge	\$20.00
Contract Charge	[\$0.0401] per \$1000 of Face Amount
Coverage Expense Charge	[\$0.0458] per \$1000 of Face Amount
Cost of Insurance Charge	Determined in accordance with Section 13. Maximum Monthly Rates per \$1000 are shown in Section 2.

Other Charges

Surrender Charge Charge deducted from the Policy Value during the Surrender Charge Period. See Sections 5 and 16 for details of when a Surrender Charge applies.

The Surrender Charge for the Face Amount at Issue is \$[4,200.27], minus 9% of the lesser of (a) or (b), where

- (a) is the sum of premiums paid in the first Policy Year; and
- (b) is \$[1,385.48].

The Surrender Charge will reduce monthly over the Surrender Charge Period until it becomes zero. The table below shows the applicable grading percentage at the beginning of each Policy Year during the Surrender Charge Period (proportionate grading percentages apply for other Policy Months). The amount to which the Surrender Charge is reduced at any time is determined by multiplying the initial amount of Surrender Charge by the percentage that is applicable at that interval during the Surrender Charge Period.

Surrender Charge Period (Policy Year)	Maximum Percentage of Surrender Charge	Surrender Charge Period (Policy Year)	Maximum Percentage of Surrender Charge
1	[99.91]%	11	[88.41]%
2	[98.86]%	12	[87.13]%
3	[97.79]%	13	[85.82]%
4	[96.69]%	14	[84.50]%
5	[95.58]%	15	[83.14]%
6	[94.44]%	16	[81.76]%
7	[93.28]%	17	[64.29]%
8	[92.10]%	18	[47.36]%
9	[90.89]%	19	[30.99]%
10	[89.66]%	20	[15.20]%
		21	[0.00]%

Supplementary Benefit Rider Charges	Charges for applicable riders are shown under Supplementary Benefits of this Section 1.
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1. POLICY SPECIFICATIONS (continued) – Policy [12 345 678]

TABLE OF VALUES

Refer to your policy provisions for details on the terms and values shown in this table.

Minimum Face Amount	\$250,000
Minimum Face Amount Decrease	\$ 50,000
Guaranteed Interest Account Annual Rate	Not less than 2%
Loan Interest Rate	As defined in Section 15
Maximum Loan Interest Credited Differential	2.00%
Minimum Loan Amount	\$500
Minimum Withdrawal Amount	\$500
Death Benefit Discount Factor	1.0016516
Premium Charge Limit	[\$1,385.48]

2. TABLE OF RATES– Policy [12 345 678]

A. RATE TABLE

Policy Year	Maximum Monthly Rates per \$1,000 of Net Amount at Risk	Minimum Death Benefit Factors	Policy Year	Maximum Monthly Rates per \$1,000 of Net Amount at Risk	Minimum Death Benefit Factors
1	0.000060	2.5000	46	2.116860	1.0500
2	0.000210	2.5000	47	2.460650	1.0500
3	0.000380	2.5000	48	2.838290	1.0500
4	0.000590	2.5000	49	3.260680	1.0500
5	0.000840	2.5000	50	3.776110	1.0500
6	0.001140	2.5000	51	4.364180	1.0500
7	0.001480	2.5000	52	4.992650	1.0500
8	0.001900	2.5000	53	5.685030	1.0500
9	0.002410	2.5000	54	6.445720	1.0500
10	0.003020	2.4300	55	7.184660	1.0500
11	0.003770	2.3600	56	8.117240	1.0500
12	0.004660	2.2900	57	9.061640	1.0500
13	0.005740	2.2200	58	10.053240	1.0500
14	0.006900	2.1500	59	10.989130	1.0500
15	0.008290	2.0900	60	11.572870	1.0400
16	0.010070	2.0300	61	12.450840	1.0300
17	0.012230	1.9700	62	13.625790	1.0200
18	0.014970	1.9100	63	15.093520	1.0100
19	0.018330	1.8500	64	16.908200	1.0000
20	0.022590	1.7800	65	18.660150	1.0000
21	0.028010	1.7100	66	20.475820	1.0000
22	0.034490	1.6400	67	20.801520	1.0000
23	0.042230	1.5700	68	21.818860	1.0000
24	0.050950	1.5000	69	23.445970	1.0000
25	0.061660	1.4600	70	25.199180	1.0000
26	0.074590	1.4200	71	27.173140	1.0000
27	0.090460	1.3800	72	29.342910	1.0000
28	0.109670	1.3400	73	31.749030	1.0000
29	0.132520	1.3000	74	34.365750	1.0000
30	0.159330	1.2800	75	37.060100	1.0000
31	0.190710	1.2600	76	39.829450	1.0000
32	0.226280	1.2400	77	42.622200	1.0000
33	0.266810	1.2200	78	45.535850	1.0000
34	0.313780	1.2000	79	48.519830	1.0000
35	0.367560	1.1900	80	51.390540	1.0000
36	0.431700	1.1800	81	54.176560	1.0000
37	0.506940	1.1700	82	56.714770	1.0000
38	0.599670	1.1600	83	60.292280	1.0000
39	0.706270	1.1500	84	63.632800	1.0000
40	0.829730	1.1300	85	67.101800	1.0000
41	0.973080	1.1100	86	70.921980	1.0000
42	1.137320	1.0900	87	75.000000	1.0000
43	1.329510	1.0700	88	83.333330	1.0000
44	1.555260	1.0500	89	83.333330	1.0000
45	1.818100	1.0500	90	0.000000	1.0000

For Policy Years [90] and above, the Maximum Monthly Rate per \$1,000 of Net Amount of Risk is 0 and the Minimum Death Benefit Factor is 1.0000.

Maximum Monthly Rates have been adjusted for any applicable Additional Ratings that are applied to the Cost of Insurance rates as shown in Section 1.